

#### **How to Use This Directory**

Renewable energy organizations are listed alphabetically under category headings. A number of firms are active in more than one category, and cross-references are provided. To find a company by its name, please refer to the Table of Contents. To locate all of the companies active in one category, please refer to the Index by Categories at the end of the directory.

#### **Categories:**

The companies included in this publication have been listed in one or more of 5 major categories. An icon represents each category.

Photovoltaic Manufacturer Produces photovoltaic cells, thin-film, or equipment

or Production Equipment used to manufacture these technologies.

Manufacturer:

Wind Turbine Manufacturer:

Common and Manufacturers Duilds common at a helenge of systems assignment and

**Component Manufacturer:** Builds components, balance of systems equipment and other products needed to complete systems.

Integrator/Distributor: Designs and installs systems, and sells products and

agrations for austomized applications

services for customized applications.

Morks in country to establish the necessary

infrastructure to support renewable energy technologies

in rural off-grid settings.

Produces wind turbines.

#### **Contact Information:**

All of these firms can provide substantial services, the complete scope of which we are not able to adequately relay in this short document. Therefore, relevant contact information, e-mail addresses and web site locations are provided. We encourage you to partner with appropriate organizations in your efforts to promote renewable energy technologies in your region of the world.

#### **Countries & Regions:**

Identifies the countries or regions outside of the United States where an organization conducts business.

#### **Products & Services:**

A description of the products and services that each organization provides.

#### **Market Niche:**

This section describes the organization's market focus.

#### **Overseas Dealers:**

This section includes each organization's response to the following question: "What is your strategy for overseas dealers? For example, what would you want a potential dealer in a developing country to know about your organization before contacting you?"



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### KEY

PV Manufacturer or Production Equipment Manufacturer

\*Component Manufacturer

Integrator/Distributor

Wind Turbine Manufacturer

✗ Energy Services



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## KEY

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Wind Turbine Manufacturer

★ Energy Services



#### **FOREWORD**

The National Renewable Energy Laboratory (NREL) is working to bring renewable energy technologies to markets in Africa, the Middle East, the Former Soviet Union, Latin America, and Asia. Toward this end, we would like to facilitate additional business links between U.S. companies and potential overseas partners.

This publication is one tool to more effectively respond to inquiries from individuals and organizations that are working to disseminate renewable energy technologies in other countries. This document contains current information on 62 U.S. renewable energy companies with an expressed interest in expanding relationships with individuals and organizations throughout the world.

The firms listed here can provide substantial services, the complete scope of which we are not able to adequately relay in this short document. We encourage you to contact these firms and to partner with appropriate organizations in your efforts to promote renewable energy technologies in your region of the world.

We appreciate the participation of the organizations that are listed here and we invite your comments.

Roger Taylor Manager International Programs Office



# AMONIX, INC. ♥

Mr. Dave Roubideaux

Tel: (310) 325-8091

President

Fax: (310) 325-0771

3425 Fujita St.

E-mail: info@amonix.com

Web Page: www.amonix.com

Countries & Regions: US.

Products & Services: Integrated high concentration PV systems. High efficiency single crystal silicon

solar cells.

Market Niche: MegaModule TM systems offer scalable power from 5kW to multi-megawatts for

ecotourism, peaking and grid support, utility-scale bulk generation, and green

pricing/solar programs.

Overseas Dealers: We welcome all inquiries.

# ASE AMERICAS, INC. ♥

 Mr. Tom Hunton
 Tel: (978) 667-5900 x5910

 Director of Marketing & Sales
 Fax: (978) 663-2868

4 Suburban Park Drive E-mail: thunton@asepv.com Billerica, MA 01821 USA Web Page: www.asepv.com

Countries & Regions: Germany, Japan, Canada, Mexico, and India.

Products & Services: Photovoltaic modules and cells for power, consumer building integrated and space

applications. Packaged PV systems (Solar Power Companion 2000). A range of PV modules from small 50 watt modules used for battery-charging applications, to the industry's largest 4'x6' module which generates 300 watts of power. Manufacturing

Support Services.

Market Niche: Industrial, utility, government, and military. North and South America only. Rest

of World supported by ASE GmbH.

Overseas Dealers: ASE Americas is a premier manufacturer of modules focused on quality. We design

and build products that deliver the lowest life-cycle cost to the installer and end-

user.



# ASTROPOWER, INC. ♥

Newark, DE 19702

Mr. Peter Aschenbrenner Tel: 302-366-0400 Senior VP of Marketing & Sales Fax: 302-368-6474

Mr. Salama Nagib, VP of International Sales E-mail: sales@astropower.com
300 Executive Drive Web Page: www.astropower.com

Countries & Regions: Manufacturing facilities: United States. Sales & Marketing Offices: United States,

South Africa, Spain, Germany, Singapore.

Products & Services: AstroPower develops, manufactures, markets and sells photovoltaic (PV) solar cells,

modules and panels for generating solar electric power. In addition, AstroPower manufactures and markets conventional single-crystal silicon solar cells and modules worldwide, and is also developing specialty photovoltaic devices and detectors. High efficiency single crystal photovoltaic modules: AP-30, AP-50, AP-65, AP-75, AP-110, AP-120 (ranging from 30 to 120 Watts). High efficiency single crystal solar cells: AP-105, AP-106 (ranging from 2-3.3 watts). Photovoltaic Home Power Systems: SunChoice<sup>TM</sup>, SunUps<sup>TM</sup> and SunLine<sup>TM</sup>. APex<sup>TM</sup> Silicon-Film<sup>TM</sup> modules: APX-45 and APX-90 (45 and 90 Watts respectively). Rural power

services to Asia, Africa and Latin America.

Market Niche: AstroPower participates in all solar electric power markets. We sell solar cells,

modules, residential systems, large grid-connected systems and also solar electricity.

Overseas Dealers: AstroPower sells its products through market intermediaries including module

assemblers, system integrators, value-added re-sellers and distributors.

# BP SOLAR ♥

Mr. Thomas J. Vonderhaar

VP Sales and Marketing

989 Corporate Blvd.

Linthicum, Maryland 21090

Tel: (410) 981-0240

Fax: (10) 981-0278

E-mail: solarusa@bp.com

Web Page: www.bpsolar.com

Countries & Regions: Australia, Colombia, Germany, India, Indonesia, Japan, Kenya, Malaysia,

Philippines, Saudi Arabia, Spain, Thailand, UK, US, and Vietnam.

Products & Services: BP Solar and its extensive network of distributors and dealers provide total solar

electric power solutions for industrial, commercial, and residential customers throughout the world. BP offers a full range of high efficiency crystalline and thin-film photovoltaic modules. From small DC lighting and pumping systems to large AC grid-intertied commercial power plants, BP has the products and services to

meet your needs.

Overseas Dealers: BP Solar distributors are looking for qualified dealers to market and install solar

electric power systems in new markets around the world. Interested dealers should e-mail their business plan for developing their local market to BP Solar at:

solarusa@bp.com.



## ENERGY CONVERSION DEVICES, INC. \$\times\$

 Mr. Masat Izu
 Tel: (800) 528-0617

 Vice President Film Technology
 Tel 2: (284) 293-0440

 2956 Waterview Drive
 Fax: (284) 844-1214

Rochester Hills, MI 48309 USA E-mail: masatizu@ovonic.com

Web Page: ovonic.com

Countries & Regions: United Solar Systems Corporation, our PV manufacturing joint venture, has

representatives in many countries.

Products & Services: Design and build PV manufacturing equipment. Design and provide technical

support for building integrated PV systems. Thin film technologies produced without cadmium. United Solar Systems Corporation, ECD's U.S. joint venture, sells UL listed lightweight flexible PV laminates that can be easily shipped worldwide and

bonded to most metal roofing systems.

Market Niche: Building integrated PV system design.

# ENERGY PHOTOVOLTAICS, INC.

Mr. Allan E. Delahoy

VP Research and Development

Phone: (609) 587-3000

Fax: (609) 587-5355

P.O. Box 7456

E-mail: info@epv.net

Princeton, NJ 08543 USA Web Page: www.globalsolar.com

Countries & Regions: Greece, China, Croatia, Hungary, France.

Products & Services: Energy Photovoltaics, Inc. (EPV) is a privately owned US company based in

Princeton, New Jersey, whose focus is the growing photovoltaic (PV) module market. EPV's core product is an integrated manufacturing system for the production of amorphous silicon (a-Si) thin-film photovoltaic modules (a "PV-IMS"). The PV-IMS incorporates a license to utilize EPV's proprietary technology and know-how with all of the manufacturing equipment required to manufacture a-Si PV modules of a high quality at a relatively low cost. EPV also provides the installation, commissioning, training, and warranty for the system. The customer provides the facility and supporting infrastructure to house and operate the PV-IMS, and a program suitable for the local markets to sell the manufactured PV

modules.

Market Niche: Thin film manufacturing system.

Overseas Dealers: Please contact us if you are interested in additional information about purchasing an

a-Si PV-IMS..



# GLOBAL SOLAR ENERGY, L.L.C. 🌣 🜎

Mr. Scott Kaminky Tel: (303) 583-7252 Director of Business Development Fax: (303) 583-7253

13075 North Dixon Drive E-mail: skaminky@globalsolar.com Parker, CO 80138 USA Web Page: www.globalsolar.com

Countries & Regions: India & US.

Products & Services: Manufacturer of thin-film PV modules (0.5 Watt and larger) and system integrator.

Transportable AC systems, personal portable solar chargers and solar trailers.

Market Niche: Power stations and village power. Small home systems with light(s) and power for

radio/TV. Small modules for OEM companies

Overseas Dealers: Lightweight, flexible modules will soon be available in addition to existing rigid

modules.

## INTERNATIONAL SOLAR ELECTRIC TECHNOLOGY

Dr. Vijay Kapur

President

Fax: (310) 216-4427

Fax: (310) 216-2908

8635 Aviation Blvd., Suite E

E-mail: info@isetinc.com

Web Page: www.isetinc.com

Countries & Regions: India.

Products & Services: ISET has a wide range of experience in PV system design and setting up PV

manufacturing operations. Being a small company, ISET is flexible in adjusting its activities to meet project deadlines. Technology: thin-film copper-indium-diselenide (CIS) based solar cells and modules (a non-vacuum approach), crystalline silicon solar cells, encapsulation line. Products: Customized modules and PV

systems. Services: PV system design and technology evaluation.

Market Niche: Technology transfers - experience introducing PV technologies and products in

developing countries. Develop customized PV products to meet customers' needs. Design and fabricate a variety of battery charging applications. PV modules with output ranging between 0.5 - 20.0 Watts. Modules are designed in a variety of

shapes and sizes that satisfy customers' specifications.

**Overseas Dealers:** ISET offers technology support and training to its customers.



## IOWA THIN FILM TECHNOLOGIES ♥

Mr. Michael Coon Executive Administrator 2337 230th Street Boone, IA 50036 USA Tel: (515) 292-7606 ext. 102 Fax: (515) 292-1922 E-mail: iowathinfilm.com

Web Page: www.iowathinfilm.com

Countries & Regions: International.

Products & Services: Iowa Thin Film Technologies, Inc. manufactures a unique lightweight, flexible, non-

fragile, amorphous silicon solar module for electrical power generation. The modules are made using a roll-to-roll manufacturing process on a polymer web substrate 2 mils (0.05mm) thick. The PV thin-film is usually encapsulated in

polyester or in Tefzel®/EVA, depending on the intended application. Product: unique flexible solar panels built on a plastic substrate for OEM applications. Non-fragility and lightweight (e.g. 25,000 3V 50mA modules weigh

73lbs.) minimize shipping costs.

Market Niche: ITFT solar modules can be used anywhere solar or light power is required. Typical

thin-film PV performance is five Watts peak power per square foot in bright sunlight. Applications for our thin-film solar modules include consumer electronics; custom designs for OEM packages; portable field power for scientific, military and expedition users; industrial safety applications; supplying power in space for higher orbits and deep space where payload weights are critical; and in architectural

structures for roofing, siding, awnings, and exhibition buildings.

Overseas Dealers: We are a manufacturer and wholesaler. Present manufacturing focuses on 1.5V to

6V 50-100mA panels. Can custom design for very high volume orders only. Solar panels for OEM applications (no systems, no arrays). International sales and

shipping experience. Se habla español.



# KYOCERA SOLAR, INC. 🕎 🛠 🌣

Mr. Tom Dyer Vice President Sales & Marketing 7812 East Acoma Dr. Scottsdale, AZ 85260 USA Tel: (480) 951-6330 Fax: (480) 483-6431

E-mail: info@kyocerasolar.com Web Page: www.kyocerasolar.com

Countries & Regions: Latin America, Caribbean, Asia, Africa, and Europe. Regional centers located in

Brazil, Argentina, and Australia.

Products & Services: Kyocera Solar, Inc. (KSI) is a product manufacturer and a solar electric system

integrator. The company has strategic relationships with the world's largest solar cell and module and balance of systems manufacturers, including Uni-Solar, Trace Engineering and Vestfrost. KSI has assembled an experienced team of engineers, technicians and service personnel to provide comprehensive support to local and federal agencies, foreign governments and private industry. KSI is actively developing authorized dealers in the international marketplace who sell complete systems, from module to applications such as lighting, back-up power, water pumping, refrigeration, and many others. Authorized dealers receive many benefits including KSI's international experience and dealer support for the following: system engineering, finance, design, testing and integration; in-house assembly for "on-site" shipment; dedicated sales team to provide leads; information and aftersales support; system installation; customized training and in-country project

management.

Market Niche: Kyocera Solar, Inc. specializes in small systems that provide power for basic services

in developing countries, proprietary systems engineered and guaranteed for consistent quality, and solar electric systems for a variety of applications including lighting, water pumping, electric fencing, communications, refrigeration, evaporative cooling, cathodic protection, highway and airport runway lighting, and back-up

power systems.

Overseas Dealers: KSI's Global Distribution Group services a network of hundreds of experienced

authorized dealers and distributors who provide solar energy systems for diverse

Rest of World

Lincoln Dahl

E-mail: lincoln@kyocerasolar.com

applications meeting critical market needs.

Latin America/Caribbean Steve McCarney

E-mail: smccarney@kyocerasolar.com

Tel: 941-283-0060 Tel: 480-951-6330 x7967 Fax: 941-283-4788 Fax: 480-951-6329

Kyocera Solar do Brasil President, Antonio Granadeiro E-mail: solar@kyocerasolar.com.br

Tel: 55-21-554-5554 Fax: 55-21-553-4894

Formerly known as: GOLDEN GENESIS COMPANY and PHOTOCOMM, INC.



## SIEMENS SOLAR INDUSTRIES

Ms. Tina Nickerson Tel: (805) 388-6519 Marketing Communications Fax: (805) 388-6395

4650 Adohr Lane E-mail: ssi.sales@ solar.siemens.com
Camarillo, CA 93012 USA Web Page: www.solar.siemens.com

Countries & Regions: Manufacturing facilities: US, Germany, Singapore, Japan, India, and Brazil. Sales &

Marketing offices: US, Germany, Singapore, and Japan. Business partners (distributors)

located in 53 countries.

Products & Services: Siemens Solar manufactures and markets a wide variety of solar cells, modules, and

integrated systems. Single-crystal Silicon Square Cell Solar Modules (M-line from 6 to 110 Watt modules). Single-crystal Silicon Semi-round Cell Solar Modules (P-line from 18 to 135 Watt modules). Single-crystal Silicon Round Cell Solar Modules (R-line from 50 to 100 Watt modules). Thin-film CIS modules (T-line from 5 to 40

Watt modules).

RV power kit products: 36 to 100-Watt solar battery charging systems.

Earthsafe solar systems: residential AC power system of 300 to 2400-Watts and

commercial and industrial AC power systems.

Market Niche: Siemens Solar focuses on several markets for solar power including:

telecommunications, SCADA, traffic, lighting, railroad, recreational vehicles, marine

and residential.

Overseas Dealers: Siemens Solar sells its products through an existing network of distributors and

original equipment manufacturers. Any dealer interested in doing business with Siemens Solar would be assigned to a regional distributor for product information

including pricing, shipping terms and sales support.

## SOLEC INTERNATIONAL, INC.

Mr. Jawid Shahryar Tel: (310) 834-5800 x 207 Sales and Marketing Manager Fax: (310) 834-0728

970 E. 236th Street E-mail: jshahryar@solecintl.com Carson, CA 90745 USA Web Page: www.solecsolar.com

Countries & Regions: Europe, Japan, and US.

Products & Services: A technological leader in the PV industry for over 21 years. Solec is the third largest

PV manufacturer in the US. Manufactures single crystal solar cells with efficiencies approaching 20%. Manufactures standard modules from 8-Watts to over 180-

Watts.

Market Niche: Space technology, automobile industry, roofing manufacturers, marine market, RV

market, and traffic signals.

Overseas Dealers: Solec delivers its products through a worldwide network of distributors and system

integrators. Solec maintains its innovative position as a technology leader by utilizing its affiliation with Sanyo to enhance distribution, support product

advancement, and develop new technologies into the 21st century.



## 

 Mr. Stephen J. Hogan
 Tel: (781) 275-6000

 Vice President
 Fax: (781) 275-7470

One Patriots Park E-mail: pvsales@spirecorp.com Bedford, MA 01730-2396 Web page: www.spirecorp.com

Countries & Regions: International.

Products & Services: Spire Corporation is the world's largest supplier of photovoltaic production

equipment. This equipment, when combined with the technology provided by Spire, allows our customers to successfully manufacture photovoltaic modules,

starting from solar cells, wafers, or raw silicon.

Market Niche: Manufacturing equipment and local module production for local markets.

Overseas Dealers: We have a network of overseas representatives, and do not encourage

contact from people interested in becoming our dealers.

#### UNITED SOLAR SYSTEMS CORPORATION 🌣 🜎

Mr. Richard Blieden
Tel: (248) 475-0100
Deputy Director, International Sales
Fax: (248) 364-0510

3800 Lapeer Road E-mail: info@uni-solar.com

Auburn Hill, MI 48326 USA Web Page: www.ovonic.com/unisolar

Countries & Regions: International.

Products & Services: United Solar Systems manufactures triple junction solar cells, which offer excellent

performance and reliability, often exceeding performance of conventional PV products. All of United Solar Systems' triple junction solar cells and products are produced in a roll-to-roll deposition process on a continuous roll of stainless steel sheet metal. United Solar's roofing offers the same levels of protection and aesthetics as premium roofing, and generates clean solar electricity to power homes and commercial buildings. United Solar's line of battery chargers is constructed of a weather resistant, flexible, rugged and lightweight material that is ideal for marine, RV, and automotive use. Our durable lighting systems provide extended lighting hours and can power a 12-volt radio or TV. Other products include solar electric

framed modules.

Market Niche: Architects/Builders/Roofers - solar roofing products

Marine/Recreational Vehicles - solar flexible/framed panels

Environmentalists - all products Home Owners - all products

Village power and rural lighting. Communications, lighting and other industrial

applications. Portable power users

Overseas Dealers: We urge dealers to contact us for further information. We will be happy to discuss

your specific applications and requirements.

**Parent Company:** ENERGY CONVERSION DEVICES, INC.



# ATLANTIC ORIENT CORPORATION

Mr. Robert Sherwin, Jr. Tel: (802) 649-5446 President Fax: (802) 649-5404

P.O. Box 1097 E-mail: aoc@vermontel.net Farrel Farm Rd., Rte. 5N Web Page: www.aocwind.net

Norwich, VT 05055 USA

Countries & Regions: North America.

Products & Services: 50 kW wind turbine engineered for use in high penetration wind/diesel hybrid

systems. Currently developing the 10 kW Windlite DC wind generator for rural electrification and distributed generation. Generator 50/60 Hz: arctic or tropical package. Wind/diesel: systems design, planning, and management.

Communications: energy monitoring and maintenance indications.

Market Niche: Wind generated electricity in a moderate average wind resource. Wind/diesel hybrid

systems.

## BERGEY WINDPOWER CO, INC.

Mr. Steve Wilke
Tel: (405) 364-4212
Sales Manager
Fax: (405) 364-2078
E-mail: sales@bergey.com
Norman, OK 73069 USA
Web Page: www.bergey.com

Countries & Regions: Internationally.

Products & Services: Wind/hybrid energy systems manufacturing, design, and sales. Product line: 1kW to

10kW units. Wind electric water pumping systems.

Market Niche: Residential/farm utility bill reduction and for larger remote power applications such

as village electrification, community water supply, and telecommunications.

# GE WIND ENERGY

Ms. Mary McCann Tel: (661) 823-6510 Director of Communications and Public Relations Fax: (661) 823-6509

13681 Chantico Road E-mail: dramm@enron.com Tehachapi, CA 93561 USA Web Page: www.wind.enron.com

Countries & Regions: Americas, Asia, and Europe.

Products & Services: With advanced wind turbines ranging from 750 kW to 3.6 MW, GE Wind Energy

provides commercial wind turbines for both land-based and off-shore requirements. GE technology features robust designs for long, reliable performance, variable speed control and independent blade pitch for reduced loads and cost effective operation, and dynamic VAR control technology for local grid support and improved transmission efficiencies. Our products are also versatile. Their universally operable nacelles accept varying rotor diameters, and each is available with varying

hub heights to provide customized solutions for site specific requirements.

**Market Niche:** Commercial wind power products and services.



# NORTHERN POWER SYSTEMS (\*) 🛠 🕬

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## SOUTHWEST WINDPOWER INCORPORATED

 Mr. Sean Hickey
 Tel: (928) 779-9463 x22

 Director of International Sales
 Tel 2: (928) 779-9463 x 16

 2131 N. First Street
 Fax: (928) 779-1485

Flagstaff, AZ 86004 USA E-mail: info@windenergy.com Website: www.windenergy.com

Countries & Regions: Australia, Austria, Brazil, Canada, Denmark, Dominican Republic, Dutch

Antilles, Finland, France, French Polynesia, Germany, Gibraltar, Greece, Holland, Italy, Iceland, Japan, Kenya, Martinique, Mexico, Nepal, New Zealand, Norway, Portugal, South Africa, Spain, St. Thomas, Sweden, Switzerland, Trinidad - West Indies, Turkey, United Arab Emirates, United

Kingdom, and Uruguay.

Products & Services: Air Wind Module - 400W battery-charging wind turbine with internal

egulator.

Air Marine and Air Industrial are the marine and industrial versions of the same system. Windseeker 502 (2 blades) and Windseeker 503 (3 blades) 500W battery charging wind turbines with internal regulator. All of the

above are available in 12V, 24V, 36V, or 48V.

Market Niche: Wind home systems - rural electrification. Remote homes and cabins.

Telecommunications/offshore applications. Sailboats/fishing boats.

Overseas Dealers: The following are requirements to become a SWWP distributor: currently

distribute solar panels, batteries, inverters, etc.; experience with renewable energy products; must have access to technical staff; prefer to be stocking distributor; required to visit SWWP factory once established as authorized distributor; must have good government contacts. We only work with one distributor per country. Interested candidates can contact us by e-mail or

facsimile and ask for the Southwest Windpower questionnaire.

# <u>VESTAS – AMERICAN WIND TECHNOLOGY, INC.</u>

Mr. Thorn Christensen Tel: (503) 327-2000 Assistant Director of Marketing and Sales Fax: (503) 327-2001

111 SW Columbia Ave., Suite 480 E-mail: vestas-awt@vestas-awt.com Portland, OR 97201 USA Web page: www.vestas-awt.com

Countries & Regions: International.

Products & Services: Vesta's US company focuses on manufacturing two wind turbines - the V47, a

660kW turbine and the V80, a 1.8 MW wind turbine.

Market Niche: Utility scale turbines.



## THE WIND TURBINE COMPANY

Lawrence W. Miles President 1261 - 120th Avenue NE Bellevue, WA 98005 US

Tel: (425) 637-1470 Fax: (425) 637-1483 mileslw@windturbinecompany.com www.windturbinecompany.com

Countries & Regions: US.

**Products & Services:** 

The Wind Turbine Company has developed proprietary technology that promises to lower the cost of wind generated electricity by 30% or more. WTC has spent the past 10 years developing a better understanding of the unique characteristics of downwind turbines. This cost-efficiency is achieved through our innovative downwind design that features hydraulically controlled hinged-blades permitting the cone angle between the blades to vary continuously with changing wind and rotational speeds. This feature substantially reduces operating loads on the turbine and leads directly to a significant reduction in the amount of material employed. Although currently still in the prototype stage, The Wind Turbine Company plans to become commercial in the near future.

#### **WIND TURBINE MANUFACTURERS**





Wilton, NH 03086 USA

# ADVANCED ENERGY INC. 🛠

Mr. Daniel Two Eagles Tel: (603) 654-9322 x113 Director of Business Development Fax: (603) 654-9324

P.O. Box 262 E-mail: info@advancedenergy.com
Riverview Mill Web Page: www.advancedenergy.com

Countries & Regions: North America and Northern and Central Europe.

Products & Services: Advanced Energy offers a full product line of cost-efficient, utility-interactive and

stand-alone inverters across a broad size-range to meet the requirements of grid-connected, battery-backup, and off-grid applications. We design and manufacture utility-interactive inverters for load requirements ranging from 1 to 15kW for grid-connected photovoltaic, wind generation, and fuel cell conversion systems. The inverters can be a single unit or part of a packaged system that includes a string combiner, ground-fault-interrupter, and DC and AC disconnects. Accompanying interactive data monitoring units provide information on performance, user control, and system diagnostics. The inverters can be used with or without battery storage.

and system diagnostics. The inverters can be used with or without battery storage.

Market Niche: Advanced Energy manufactures inverters for residential and commercial system

Advanced Energy manufactures inverters for residential and commercial systems. The inverters are designed for both indoor and outdoor use and meet all code requirements for maximum efficiency, reliability, and safety. UL-listed and NEC Article 690-compliant, inverters from Advanced Energy are the grid-tied PV solution for architects and builders. The inverters meet UL1741 and IEEE924 requirements, including anti-islanding and under/over frequency and voltage shift detection. Tandem DC/GFI disconnect switches disable the array under system ground fault conditions and meet NEC 690-5 requirements for residential rooftop

installations.

Overseas Dealers: Advanced Energy has established authorized national representatives in Norway,

Sweden, Finland, Denmark, Germany, Austria, and Switzerland. We encourage local entities that have an interest in and an understanding of the technical and economic issues of on-site power generation to contact us for further information.

# JED ENGINEERING, INC. 🛠

 Mr. Jim Kron
 Tel: (619) 401-8770

 Operations Manager
 Fax: (619) 401-8774

380 Vernon Way, Suite F E-mail: sales@jedengineering.com El Cajon, CA 92020 USA Web Page: www.jedengineering.com

Countries & Regions: Worldwide.

Products & Services: JED manufactures charge controllers and power centers for photovoltaic systems,

and temperature differential controls for solar thermal systems. We also

manufacture a ozone generators designed for water purification and differential

temperature thermostats.

Market Niche: 75% water purification, 25% solar heating.

Overseas Dealers: Please contact us via e-mail for a list of overseas dealers or if you are interested in

becoming a dealer.

#### **COMPONENT MANUFACTURERS**



# KYOCERA SOLAR, INC. 🕎 🛠 🌣

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## **MORNINGSTAR CORPORATION \***

Ms. Norma Decker Tel: (215) 321-4457 Assistant to the Chairman Fax: (215) 321-4458

1098 Washington Crossing Road E-mail: info@morningstarcorp.com Washington Crossing, PA 18977 USA Web Page: www.morningstarcorp.com

Countries & Regions: 57 countries worldwide.

Products & Services: Leading supplier of solar charge controllers. We design for a minimum 15 years

operating life and a failure rate of less than 2 per 1,000 controllers shipped.

Market Niche: Serve off-grid photovoltaic industry for industrial, professional, and consumer

applications.

Overseas Dealers: We sell through authorized Morningstar distributors in 57 countries. These

distributors are typically the leading PV companies in each country.

NORTHERN POWER SYSTEMS (\*) \*

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# POWERLIGHT CORPORATION **\***

Mr. Mark Bronez Tel: (510) 540-0550 x258 International Sales Manager Fax: (510) 540-0552

2954 San Pablo Avenue E-mail: mail@powerlight.com
Berkeley, CA 94710 USA Web Page: www.powerlight.com

Countries & Regions: PowerLight is presently recruiting worldwide for its growing network of qualified

agents, resellers, and installers.

Products & Services: For nearly a decade, Powerlight has provided photovoltaic system R&D, application

analysis, engineering design, financing, turnkey installation, training, and after-sales support. PowerLight's main products include: PowerGuard ® - a patented roof-integrated PV system that delivers clean solar electricity to a building or electrical grid. PowerGuard increases building thermal insulation and extends roof life. PowerGuard is available in pre-engineered system packages of virtually any size. Power Shade TM – A freestanding PV system that delivers clean electricity while providing shade for parked cars or picnic areas. Electrical vehicle charging stations are available as an option. PowerTracker TM – A ground-mounted PV system that

tracks the sun from east to west on a tilted axis.

Market Niche: Large, grid-connected photovoltaic systems for the commercial, industrial and

government sectors – including office buildings, retail stores, business parks,

factories, resort hotels, and schools.

Overseas Dealers: Powerlight is recruiting companies with strengths in photovoltaics, international

business, and in-country photovoltaic markets. Before contacting PowerLight directly, companies are encouraged to visit our website for an overview of our company, products, and markets. Prospective representatives should have a strong knowledge of relevant in-country business conditions (markets, competition, sales projections), and initial plans for marketing, selling, or installing PowerLight products. In return, PowerLight will provide training, marketing materials, sales

aids, leads, proposal support, and design services if required.

# POWERQWEST, INC. \*

Mr. Jerry Spencer Tel: (800) 637-2867 Vice President Tel 2: (877) 418-1850

3400 Corporate Way, Ste. C Fax:

Duluth, GA 30096 USA E-mail: info@powerexperts.com Web Page: www.powerexperts.com

Countries & Regions: Europe, China and US.

**Products & Services:** Retail Products: Solar chargers for portable computers and other mobile devices.

OEM: custom built solar panels for all needs. Primarily solar panels of less than 75-

Watts.

Market Niche: Portable devices including computers, PDAs, cell phones, satellite phones, digital

cameras, and other rechargeable battery operated devices. Especially appealing to mountaineers, archeologists, researchers, adventurers, and those travelling to remote

areas where reliable power may not be available.

**Overseas Dealers:** Looking for distributors and dealer direct opportunities.



# SUNAMP POWER COMPANY (\*) \*

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# SUNWIZE TECHNOLOGIES, INC. \*

 Bruce Gould
 Tel 1: (800) 817-6527

 VP, Sales
 Tel 2: (845) 336-0146

 115 Flatbush Rd.
 Fax: (845) 336-0457

Kingston, NY 12401 USA E-mail: sunwize@besicorp.com Web Page: www.sunwize.com

**Countries & Regions:** Mexico, Brazil, Japan, Namibia, Singapore, and the United Arab Emirates. **Products & Services:** SunWize Technologies, Inc. is a photovoltaic technology company specializing in

the manufacturing of integrated power systems and the distribution of solar modules and balance of system components. SunWize also develops customengineered solar modules for integrating solar power into OEM battery-operated

products.

SunWize products range from the 10-Watt SunWize TM Portable Energy System for charging laptop computers to a 2400-Watt SunWize TM Power Station that provides utility-grade electricity for industrial and residential applications. Other products include battery chargers, outdoor area lighting and back-up power systems. All SunWize products are pre-assembled, factory-tested and meet NEC standards. Solar energy projects for telecommunications and rural habitation applications.

Qualified dealers or distributors must have a basic understanding of solar energy or electricity. They should have an ongoing, established business that is involved in applications for solar such as telecommunications or are involved in distribution of

supplies for rural habitation.

# ZOMEWORKS 🛠

Market Niche:

**Overseas Dealers:** 

 Mr. Randall Carlson
 Tel: (505) 242-5354 x203

 Sales Manager
 Fax: (505) 243-5187

P.O. Box 25805 E-mail: zomework@zomeworks.com
1011A Sawmill Rd. Web Page: www.zomeworks.com

Albuquerque, NM 87125 USA

Countries & Regions: Germany, Spain and US.

**Products & Services:** Zomeworks has been a leading developer and manufacturer of passive energy

products since 1969. Our innovative product lines include temperature regulating enclosures, photovoltaic mounting structures, and architectural sun control devices, rack and tracker rack for PV modules. Trackers are patented and have been in

production for 15 years. All products carry a 10-year warranty.

Overseas Dealers: We have been in business for 30 years. Our products are used all over the world.

#### INTEGRATORS/DISTRIBUTORS



# ALTAIR ENERGY 🕎

Mr. Kirk Stokes Tel: (800) 836-8951 President Tel 2: (303) 277-0025 x102

Fax: (303) 277-0029 600 Corporate Circle, Ste. M

Golden, CO 80401 USA E-mail: info@altairenergy.com Web Page: www.altairenergy.com

Countries & Regions: Altair Energy staff have worked in PV design, installation, and training in the United

States, South Africa, Mexico, and South and Central America.

**Products & Services:** Altair Energy is a Colorado-based solar electric energy service company providing

> natural electric solutions to consumers, builders, government, companies, and electric utilities throughout the West. We are quickly becoming known for our standardized solar electric (PV) systems and full range of services that include utilityquality installations through licensed local contractors, utility interconnections, warranty and maintenance contracts, and financing. Altair Energy is also known for helping utility customers offset a portion of their electric needs with a source that is

better for the environment and offers more self-sufficiency. Our versatile

purchasing options make it easy for Altair PV systems to travel to almost any place in the world. Altair Energy also can help customers reap the benefits of any

available rebates.

Market Niche: Altair specializes in turnkey service for a wide variety of homes, businesses,

government, and schools. Altair offers full-service, partial service, and direct sales.

**Overseas Dealers:** Altair Energy employees have significant international experience. Altair is capable

of conducting business in Spanish.

ALPHA TECHNOLOGIES Subsidiary of:

## ALTERNATIVE ENERGY ENGINEERING (\*)

APPLIED POWER CORPORATION Subsidiary of:

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# **ALTERNATIVE ENERGY, INC.** (\*)

Mr. Jeff Brady Tel: (303) 984-0399 401 S. Simms Fax: (303) 984-0399

Lakewood, CO 80228 USA E-mail: info@altenergyinc.com

Web Page: www.altenergyinc.com

Countries & Regions: Caribbean, Latin America.

**Products & Services:** Photovoltaic system integration. Distributor for BP Solar. Module mounting

custom manufacturer. Field service, engineering, and installations.

Home, RV, Marine, and Industrial. Market Niche:

**Overseas Dealers:** All Inquiries Welcome.



# APPLIED POWER CORPORATION (

Tel: (707) 923-2277 Mr. David Rippner International Sales Director Fax: (707) 923-3009

E-mail: drippner@appliedpower.com 1155 Redway Drive Web Page: www.appliedpower.com Redway, CA 95560 US

**Countries & Regions:** APC supports a growing network of representatives worldwide and is currently

recruiting new dealers and installers to provide local technical, sales, and customer

service support.

**Products & Services:** Photovoltaic system design, engineering, and installation. Wholesale distribution of

> PV modules, balance of system components, and pre-engineered system packages. Export consolidation and freight logistics management. Training and consulting

services.

Market Niche: APC has over 18 years experience providing PV systems for a complete range of

> rural electrification applications in the developing world including the following: home lighting systems; community, medical & school facility systems; vaccine refrigeration systems; telecommunications systems, and community water supply

systems.

**Overseas Dealers:** APC is actively recruiting qualified representatives worldwide. Prospective

> representatives can review general information about APC on our web site, where a form can be filled out to receive more information via courier. Companies that possess any or all of the following strengths are encouraged to provide APC with detailed information for further consideration as an authorized local representative: import/export business experience, technical understanding of photovoltaic technology and knowledge of competitive issues and market potential at a national

level.

**Subsidiaries:** ASCENSION TECHNOLOGY, ALTERNATIVE ENERGY ENGINEERING,

and SOLAR ELECTRIC SPECIALTIES.

# ASCENSION TECHNOLOGY, INC.



Subsidiary of: APPLIED POWER CORPORATION See page 18

#### INTEGRATORS/DISTRIBUTORS



# ATLANTIC SOLAR PRODUCTS, INC.

Mr. Doug Keller Tel: (410) 686-2500 Vice President Fax: (410) 686-6221

P.O. Box 70060-6060 E-mail: doug@atlanticsolar.com 9351-J Philadelphia Road Web Page: www.atlanticsolar.com Baltimore, MD 21237 USA

Countries & Regions: Atlantic Solar is in the initial stages in the selection of dealers worldwide to sell,

service, and install our line of prepackaged systems, solar electric panels, and balance

of systems.

**Products & Services:** Photovoltaic system design, engineering and installation. Distributor for BP Solar.

Atlantic Solar stocks a complete line of modules, balance of systems, products, and

prepackaged systems.

Market Niche: Since 1982, Atlantic Solar has provided power systems worldwide for building

electrification, water pumping, and communications.

Overseas Dealers: Atlantic Solar invites inquiries for representation.

Subsidiaries: MILLENNIUM POWER SYSTEMS and INNOVATIVE ENERGY SYSTEMS.

## BACKWARDS TO THE FUTURE, LTD.

 Mr. Richard Orawiec
 Tel: (616) 236-6179

 Manager
 Fax: (616) 236-6186

P.O. Box 409 E-mail: sales@photonlamp.com Fennville, MI 49408 USA Web Page: www.photonlamp.com

Countries & Regions: Latin America.

Products & Services: Solar recharged white LED ultra-efficient lamp and lighting units. Small scale solar

energy battery recharging and lighting and small refrigeration applications.

Market Niche: Solar recharged reading and task lamp.

Overseas Dealers: BTF is a small and aggressive company that has been in the solar industry for a

quarter of a century. We can respond to service and product needs quickly. We stay

in touch with all aspects of this emerging solar and renewable industry.



# **CURRIN CORPORATION**

Mr. Cedric G. Currin President P.O. Box 2006 Midland, MI 48641-2006 USA Tel: (989) 835-7387 Fax: (989) 835-7395 E-mail: currcorp@tm.net

Countries & Regions: Central America, Canada and the Caribbean.

**Products & Services:** Solar lighting and alarm systems for rural schools, churches, clinics, stores, parks,

> and homes. PV-powered potable water systems, including water filtration and disinfection, for rural non-electrified communities and campgrounds. Integrated stand-alone PV and PV/diesel power systems (10W to 30 kW). Engineering design of stand-alone PV systems, especially for remote applications, environmentally sensitive areas, and high reliability applications. Custom PV technology and maintenance training. Development of rural electrification programs and strategies.

Market Niche: The major business focus of Currin Corporation is on designing and supplying high

efficiency and reliable PV systems, including owner/user training, for commercial and institutional lighting and potable water applications. Emphasis is also placed on

providing PV technology training for non-technical personnel.

**Overseas Dealers:** Currin Corporation business is based on specific inquiries received, and

opportunities observed, particularly those in the selected niche markets, and where

there is good potential for developing durable business relationships. When

applicable, business alliances are established.

## DANKOFF SOLAR PRODUCTS, INC. (\*)



Taylor Steele International Sales 2810 Industrial Rd., Santa Fe, NM 87505-3120 Tel: (505) 473-3800 Fax: (505) 473-3830

E-mail: pumps@dankoffsolar.com Web Page: www.dankoffsolar.com

Countries & Regions: South America, Asia, Mexico.

**Products & Services:** Wholesale distributer of solar water pumps, grid connect PV systems, off grid PV

systems, and solar thermal systems. We offer a very wide (and ever-expanding) range of power system components. These include inverters, charge controllers, Surrette batteries, racking systems, and trackers. We are a BP Solar distributor and

offer a wide range of monocrystalline and multicrystalline silicon and new

generation thin film solar electric products and systems. Dankoff Solar Products is a distributor of Heliodyne Gobi Collectors and packaged systems for domestic hot water, space heating, and pool and spa heating. We also specialize in using DC and solar pumps in these applications to make systems operate most efficiently and

reliably.

Market Niche: Solar water pumps.

Overseas Dealers: What their application is and what the technical requirements of their market are.

#### INTEGRATORS/DISTRIBUTORS



# ECOENERGIES, INC.

Dr. William Bottenberg

Tel: (408) 746-3062

Vice President Sales & Marketing

Fax: (408) 746-3890

Fax: (408) 746-3890

171 Commercial Street E-mail: watts@ecoenergies.com Sunnyvale, CA 94086 Web Page: www.ecoenergies.com

Countries & Regions: Worldwide.

Products & Services: Quality-oriented company that designs, constructs, delivers and maintains renewable

energy power systems and related energy efficiency products worldwide. Key technologies and product applications include: remote power and grid-connected applications, "Winsolation ®" wind/PV hybrid systems, disaster management and

ultra high reliability emergency systems, ultra-reliable hybrids incorporating

conventional generation backup systems to reduce battery size, quality wind power systems, UL-listed photovoltaic power systems, low-cost Sun Focus Power

Systems, one-instead photovokate power systems, low-cost out 1 ocus 1 ower Systems, solar trackers for "flat plate" solar modules and in-house design expertise incorporating over 150 years of renewable energy project and design experience.

Village power and remote power systems, water pumping and purification using

Market Niche: Village power and remote power systems, water pumping and purification using

wind, PV, and Winsolation ® and renewables/diesel hybrids, telecommunications and ultra-high reliability stand-alone power systems, grid-connected "net metering" systems for consumer and business applications, large grid-connected systems for utility load balancing, cost-effective small and micro-hydro turbines for remote tourist facilities and recreational properties, and energy efficient lighting technology.

**Overseas Dealers:** Dealers, franchises and strategic partners.

<u>EMI</u> 🚱

Mr. Vince Paulson Tel: (888) -MR SOLAR (677-6527)

 General Manager
 Tel 2: (702) 739-9880

 3100 East Charleston Blvd., Suite 116
 Fax: (702) 386-6981

Las Vegas, NV 89109 USA E-mail: emisolar@emi4solar.com Web Page: www.emi4solar.com

Countries & Regions: US.

**Products & Services:** Solar low days heat exchangers. PV modules, inverters, pumps and systems.



# EV SOLAR PRODUCTS, INC. (\*)

Mr. Ben Mancini Tel: (928) 636-2201 President Fax: (520) 636-1664 E-mail: info@evsolar.com 2655 N. Hwy 89 Chino Valley, AZ 86323 USA Web Page: www.evsolar.com

**Products & Services:** EV Solar Products specializes in the design and installation of fully integrated solar

> electric, solar hot water, wind, water pumping and emergency back-up systems for residential and business applications. We feature a full line of solar panels, inverters and solar electric components as well as energy efficient and green building products. Packaged systems. System design. Solar thermal. We can provide

packaged systems with all parts ready for installation.

Market Niche: EV Solar Products specializes in the design and installation of fully integrated solar

electric, solar hot water, wind, water pumping and emergency back-up systems for

residential and business applications.

# GAIAM REAL GOODS TRADING CORPORATION

Tel: (303) 222-3600 Mr. Steve Rogers Manager Renewable Energy Division Tel 2: (800) 919-2400 Fax: (707) 462-4807 360 Interlocken Blvd., Suite 300

Broomfield, CO 80021 USA E-mail: techs@realgoods.com Web Page: www.realgoods.com

Countries & Regions: Our technical services are offered worldwide, and our products can be shipped

worldwide.

**Products & Services:** Real Goods Trading Corporation provides information on sustainable living,

technical consultation for renewable energy projects and reliable products for solar,

wind and hydro systems. Our product catalog can be ordered by mail or by telephone. Outside of the continental US send US\$7 to the address above, or call

(707) 468-9292 x8700.

The Real Goods Renewables Design and Consulting Group has assembled some of the world's leading experts to implement large-scale commercial and Eco Tourism projects worldwide. From site assessment and planning to architectural design, our specialty is renewable energy system design, supply, installation, and training. Call

(707) 468-9292 x2140 for more information.

Market Niche: Renewable energy products and systems for residential and commercial applications. **Overseas Dealers:** Visit our web site. Real Goods is a mail order and retail business and does not have

an official dealer or distributor program.

GLOBAL SOLAR ENERGY, L.L.C. 🌣 👣



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# INDEPENDENT ENERGY SOLUTIONS

Mr. Troy Strand Director, Sales Engineering 1273 Linda Vista Drive San Marcos, CA 92069 USA Tel: (760) 752-9706 Fax: (760) 752-9758

E-mail: energy@indenergysolutions.com Web Page: www.indenergysolutions.com

Countries & Regions: Oceania, Mexico (Baja California), and Nigeria.

**Products & Services:** Independent Energy Solutions (IES) is a full service distributor and PV systems

integrator serving independent dealers worldwide. IES and its subcontractors have over 25 years of experience in PV, including rural development, residential,

telecommunications, lighting, and utility scale PV power systems. PV modules, wind turbines, batteries, inverters, charge controllers, etc. Pre-engineered PV power

system kits. Turnkey PV power systems. Customized balance of system

components. Engineering services. Project management.

Market Niche: Stand-alone PV AC power systems (residential and commercial). Grid-tied PV

> power systems (dispersed and utility scale). Hybrid PV power systems (village power, telecommunications and industrial). Large international projects where a high level of logistics and systems engineering is required. PV home lighting

**Overseas Dealers:** IES is seeking qualified international independent dealers to support with proposal

> development, high quality hardware, design assistance, engineering services, field support, and training. This level of support is intended to ensure technical

superiority and cost-effectiveness of each and every international independent dealer

served by IES. Key to this effort is the offering of engineering services and a limited product line of pre-engineered systems that have undergone extensive

testing at IES prior to delivery.

KYROCERA SOLAR, INC. (\*) 🛠 🌣

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#### INTEGRATORS/DISTRIBUTORS



# LIVE OAK SOLAR L.L.C.

Mr. Greg Alker Tel: (805) 567-1412 Fax: (805) 567-1413 President

19 Hollister Ranch E-mail: info@liveoaksolar.com Gaviota, CA 93117 USA Web Page: www.liveoaksolar.com

Countries & Regions: US.

Products & Services: Live Oak Solar specializes in portable and emergency solar electric solutions. We

> also design and install stationary solar and solar hybrid systems for a variety of commercial and residential applications. Live Oak Solar is happy to assist our customers in their selection of any of the renewable energy equipment we sell. Portable solar electric solutions for the following applications: disaster mitigation

Market Niche: efforts such as communications support, water pumping and purification; medical

equipment and vaccine storage. Temporary cellular repeater equipment shelters.

**Overseas Dealers:** Licensing agreements available.

# NORTHERN ARIZONA WIND & SUN (\*)



Mr. James P. Lauzon Tel: (800) 383-0195 President Tel 2: (928) 526-8017 Fax: (928) 527-0729 2725 E. Lakin Dr., #2

Flagstaff, AZ 86004 USA E-mail: windsun@earthlink.net Web Page: www.windsun.com

Countries & Regions: United States, Europe, and South America.

**Products & Services:** We design and provide solar electric systems and panels for remote homes,

recreational vehicles, grid intertie, telecommunication, cathodic protection, water

pumping, and battery maintenance systems.

Market Niche: Northern Arizona Wind & Sun has over 20 years of experience in the design and

> installation of complete solar electric systems throughout the United States. Our web site is updated weekly and contains over 200 pages of product information,

prices, and links to manufacturers.



# NORTHERN POWER SYSTEMS (\*) \*

Mr. Lawrence Mott Special Projects Director 128 Mad River Park, P.O. Box 999

128 Mad River Park, P.O. Box 999 E-mail: Lmott@northernpower.com Waitsfield, VT 05673-0999 USA Web Page: www.northernpower.com

Countries & Regions: Northern Power's systems are found on all seven continents and in over 30

countries.

**Products & Services:** Northern Power Systems is an engineering-oriented company that has been solving

difficult power system problems since 1974. Northern Power products include prepackaged, renewable energy based hybrid power systems; wind turbines designed specifically for critical applications in harsh locations; PLC (Programmable Logic Controller) based system controllers and specialized system enclosures. Northern Power can offer turnkey contractor services for project design and engineering, equipment procurement, installation, and commissioning. We also provide operations & maintenance support with training and post-installation services.

Tel: (802) 496-2955 x39

Fax: (802) 496-2953

Market Niche: Northern Power's systems are found in some of the most unforgiving environments

on earth. Project applications range from the communications facility for the largest base in Antarctica, to a village at the mouth of the Amazon. Power system capacities range from less than 100 Watts for mountain top radio links, to 500 kiloWatts at an industrial facility in the Bering Sea. The primary focus of the company has been on the use of renewable energy technologies to power critical loads in remote or standalone applications. NPS pioneered the integration of renewables, specifically wind turbines and photovoltaics, with conventional fuel generators in versatile and highly

reliable hybrid power systems.

Overseas Dealers: While Northern Powers Systems does work with overseas dealers on an as required

basis, we do not have a formal network of representatives.

# POWERLIGHT CORPORATION 🛠 😯

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# POWERPOD CORPORATION (\*)

Subsidiary of: SUNDANCE SOLAR DESIGNS See page 30

#### INTEGRATORS/DISTRIBUTORS



# SIERRA SOLAR SYSTEMS

Mr. Jon Hill Tel: (530) 273-6754 Owner Fax: (530) 273-1760

563C Idaho Maryland Rd. E-mail: solarjon@sierrasolar.com Grass City, CA 95945 USA Web Page: www.sierrasolar.com

Products & Services: Charge controllers, hydroelectric power, inverters, PV products, solar hot water,

portable solar rechargers for notebooks, solar water pumping

# **SOLAR CREATIONS**

 Mr. Brian Maurer
 Tel: (419) 368-4252

 General Manager
 Fax: (419) 368-4252

2189 SR 511 S E-mail: solarcre@bright.net

Perrysville, OH 44864 USA Web Page: www.bright.net/~solarcre

Countries & Regions: Mexico and US.

**Products & Services:** Solar electricity and wind for residential, commercial, and industrial applications.

Solar water heaters, space heating, and water pumping.

Market Niche: Off-grid, new construction, utility bill reduction or elimination. We have been

installing systems since 1991 and have NEC certification.

**Overseas Dealers:** We design and install systems of any size.



# SOLAR DEPOT, INC.

Mr. Justin Mizany Tel: (415) 499-1333 Marketing Manager Fax: (415) 499-0316

61 Paul Drive E-mail: justin@solardepot.com San Rafael, CA 94903 USA Web Page: www.solardepot.com

**Countries & Regions:** US and International. Receptive to trade all over the world.

**Products & Services:** In business since 1979. Largest distributor of BP solar panels. Solar electric systems

> - stand alone, hybrid and utility interactive. Components for solar electric systems -PV modules and mounting structures/trackers, charge controllers/system monitors, deep cycle batteries (flooded & gel), DC to AC inverters, solar-powered water pumping, energy efficient lighting and refrigeration, solar thermal systems and

components, solar water heaters.

Market Niche: Remote residential electric systems, utility-interactive residential PV, stand-alone

> systems for telecom, telemetry, cellular, SCADA, and personal communication systems (PCS). Mobil solar power systems for disaster relief, solar lighting systems,

village power systems, solar water pumping.

**Overseas Dealers:** Solar Depot considers dealership applications from qualified individuals and companies

> only. Qualifications include: a business plan that identifies local markets, estimates demand for the products, identifies competition in the area, describes methods of promoting your business/products (including samples of your promotional material), and includes a schedule of orders for our products within the next six months. In return, we offer technical assistance where required, training of your personnel at our facilities, lead

referrals from your area and marketing assistance.

# SOLAR ELECTRIC POWER CO. (\*)

Mr. Steve Robbins Tel: (722) 220-6615 President Fax: (722) 220-8616 7984 Jack James Drive E-mail: sepco@tcol.net

Stuart, Florida 34997 USA Web Page: www.sepco-solarlighting.com

Countries & Regions: Africa, Middle East, Central Asia, Central and South America, Bahamas, and the

Caribbean Basin.

**Products & Services:** SEPCO draws on over 18 years of experience in the commercial solar electric

> lighting and power system field. With over 2,000 models of mass produced systems, specified from our unique "Design Guide," there is a product for every application. Commercial solar electric lighting for streets, security lighting, signs, school zones,

Market Niche:

parks, roadways, billboards, pathways, landscaping, bus shelters, parking lots, picnic areas/campsites, traffic flashers, rest areas/rooms, marinas, and boat ramps. Also a

full line of home and business power system packages, including lighting,

refrigeration, pumping, and AC power supplies.

**Overseas Dealers:** SEPCO is a licensed export company seeking "in country" partners to sell, service,

install, and provide after sales support for all of our customers. Provide marketing

materials, sales aids, training, and complete design services.

#### INTEGRATORS/DISTRIBUTORS



# SOLAR ELECTRIC SPECIALTIES CO.

Subsidiary of: APPLIED POWER CORPORATION See page 18

# SOLAR ELECTRICAL SYSTEMS (\$

Mr. Greg Johanson

Tel: (805) 497-9808

Owner

Fax: (805) 497-6199

2500 Townsgate Rd., Suite J

E-mail: ses@pacificnet.net

West Lake Village, CA 91361 USA Web Page: www.solarelectricalsystems.com

Countries & Regions: Southern California.

**Products & Services:** Utility distributed generation systems, commercial utility interconnected systems,

residential net metered systems, off-grid, genset hybrid systems, turn-key installation, subcontracting. Solar Electrical Systems is a full service PV systems integrator. The company has installed 2 MW of off-grid PV systems and over 1MW of grid-tied systems. We provide 100kW and smaller systems for the custom homes and utility companies in our area. We focus on cost effective applications with the long-term reliability of 20+ years of design service. Packaged and tested systems

sold overseas. Larger systems customized.

Market Niche: Remote home and grid-tied PV systems with and without batteries.

# SOLAR OUTDOOR LIGHTING, INC.

Mr. Alan Hurst Tel: (561) 286-9461 x 24 Vice President Fax: (561) 286-9616

3210 SW 42<sup>nd</sup> Ave. E-mail: info@solarlighting.com
Palm City, FL 34990 USA Web Page: www.solarlighting.com

Countries & Regions: Italy, Philippines, Australia, Hawaii - South Pacific, Nigeria, and Zimbabwe.

Products & Services: UL listed solar streetlights, parking lot lights and sign lights used for billboards and

monument signs. Special Max-Lite Reflection provides highest light levels.

Market Niche: Cities, counties, states, federal government for streets, docks, parks, monument

signs, and highway signs. Advertisers for billboards and bus shelters.

Overseas Dealers: Dealers are welcome from all parts of the world. We want to know about present

customers and the products being sold.

#### INTEGRATORS/DISTRIBUTORS



# SOLAR QUEST

Ms. Carrie Becker Tel: (530) 292-1725 Partner Fax: (530) 292-1321

28706 New School Road E-mail: SOLARQUEST@JPS.NET Nevada City, CA 95959 USA Web Page: www.jps.net/solarquest

Countries & Regions: US.

Products & Services: We supply all types of solar equipment including: solar electric modules, inverters,

batteries, generators, charge controllers, solar water pumps, DC load centers, and

wind generators.

Services: system integrator, design engineer.

Market Niche: Telecommunications, water pumping, and solar electric systems.

## SOUTHWEST PHOTOVOLTAIC SYSTEMS, INC.

Mr. Marshall Blalock, Jr. Tel: (281) 351-0031 President Fax: (281) 351-8356

212 East Main E-mail: SWPV@southwestpv.com Tomball, TX 77375 USA Web Page: www.southwestpv.com

Countries & Regions: Primarily in Mexico, Central and South America, and Africa. Open to all.

Products & Services: Distributor for BP Solar in the Americas. We stock solar modules and complete

balance of system components, (regulators, inverts, wind generators, mounting structures, batteries, enclosures, lights, and pumps). Our services include free engineering analysis, site analysis, pre-packaged systems, and complete turnkey

installations worldwide.

Market Niche: Primarily focused on sophisticated industrial PV applications for telecom, telemetry,

automation and land, sea and air aids to navigation. We manufacture complete traffic flashers as well as FAA beacon systems. In the rural electrification markets, we supply components and complete systems for on- and off-grid homes, water pumping using AC or DC electric motors, and water disinfection systems using

filtration and UV light.

Overseas Dealers: We can supply technical support as well as all needed equipment. We offer free

engineering and competitive pricing. We are open to establishing joint ventures with qualified companies who see their future as making a difference in photovoltaics for

their region.



# SUNAMP POWER COMPANY (\*\*) \*

Mr. Jon Walker Tel: (623) 580-7700
Vice President Tel 2: (800) 677 - 6527
2020 West Pinnacle Peak Rd., Fax: (480) 922-4928

Phoenix, AZ 85027 USA E-mail: sunamp@sunamp.com Web Page: www.sunamp.com

Countries & Regions: Canada, Mexico, Honduras, Haiti, Panama, and South America.

**Products & Services:** Manufacture charge regulators and meters.

Wholesale distributor of BP Solar modules, Trace inverters, and balance of system. Design home, RV, water, lighting, and cooling solar electric systems. Installation

and maintenance.

Market Niche: Home (off-grid and emergency power), water distribution and distillation,

evaporative cooling, RV, and lighting.

Overseas Dealers: Manufacturer and wholesaler.

# SUNDANCE SOLAR DESIGNS

Mr. Kerry Kalarney
CEO/President
P.O. Box 321
Tel: (970) 252-1978
Fax: (970) 252-1978
E-mail: solar@rmi.net

Placerville, CO 81430 USA Web Page: www.powerpod.com

Countries & Regions: Mexico, Argentina, Brazil, Caribbean Basin, and US.

Products & Services: Complete solar system consulting, design integration, installation, and sales of all

system components and peripherals. Modular integrated systems for rural

electrification, medical clinics, schools, telemetry, and telecom.

Overseas Dealers: Must have working knowledge of photovoltaics.

Subsidiary: POWERPOD CORPORATION

SUNWIZE TECHNOLOGIES, INC. 🛠 🖣

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# TALMAGE SOLAR ENGINEERING, INC. (\*)

Mr. Naoto Inoue Tel: (207) 985-0088 Vice President Fax: (207) 985-5577

25 Limerick Road E-mail: tse@talmagesolar.com Arundel, ME 04046 USA Web Page: www.talmagesolar.com

Countries & Regions: US.

Products & Services: BP Solar distributor. Trace. Two Seas. Southwest Wind. Complete low cost, low

watt solar lighting system kits. Complete line of all accessory equipment. Design

service. Licensed engineer.

**Overseas Dealers:** Worked with Nigerian solar computer, street lighting projects.

# UNITED SOLAR SYSTEMS CORPORATION 🌣 📦



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# WORLDWATER CORP. (\*)

Mr. Quentin T. Kelly Tel: (609) 808-0700 Founder, Chairman and CEO Fax: (609) 818-0720

Pennington Bus. Park E-mail: pump@worldwater.com 55 Rte. 31 South Web Page: www.worldwater.com

Pennington, NY 08534 USA

Countries & Regions: Philippines, Sri Lanka, Pakistan, Angola, Mozambique, Somaliland, Tanzania,

Ecuador.

**Products & Services:** WorldWater is a full-service water management/solar energy company with a special

> emphasis on resolving water and remote-power problems endemic to developing countries. Our operations focus on the following: Developing ground and surface

water sources, locating sources and pumping water with solar technology (AquaSafe<sup>TM</sup>) for agricultural, industrial, and residential use. Delivering solar photovoltaic (PV) electricity to remote areas for community — household power. Providing turnkey manufacturing facilities for WorldWater products in local markets with local partners. Acting as consultants to governments and industry on matters of solar electricity and all phases of the water cycle, from finding sources to pumping, purifying, desalinating, storing, and recycling this precious resource

**Overseas Dealers:** Worked with Nigerian solar computer, street lighting projects.

#### **INTEGRATORS/DISTRIBUTORS**





#### <u>COMMUNITY POWER CORPORATION</u> ✓

Mr. Robb R. Walt

President

Road, Suite 200

Littleton, CO 80127 USA

Tel: (303) 933-3135

Fax (303) 933-1497

E-mail: rwalt@gocpc.com

Web Page: www.gocpc.com

Countries & Regions: Philippines, Indonesia, and U.S.A.

**Products & Services:** Products: Small modular biopower systems: 7.5 kW to 25 kW. Hybrid power

systems: PV and wind-based. Prepayment meters – AC and DC energy dispensers (100 Wh/day up to 30kWh/day). High efficiency biomass, smokeless cooking stoves. Crop dryers – biomass powered. Services: Design of rural electrification projects. Feasibility studies. Market studies. GPS/GIS Mapping of Communities. Community Power Corporation identifies, designs, packages, and implements

commercially viable renewable energy-based off-grid energy services projects and supplies renewable energy-based power systems and revenue collection devices to support sustainable electrification and development of the world's 4+ million

unelectrified communities.

**Overseas Dealers:** The ideal local partner must have the ability to aggregate large numbers of

unelectrified communities and/or have the ability to manufacture/assemble/distribute/service small modular biopower systems and other renewable energy

products.

#### GENESIS POWER, L.L.C. ✓

Mr. Anders Glader Tel: (415) 388-2767
President Fax: (415) 388-5295

102 E. Blithedale Ave., Ste. 4 E-mail: aglader@earthlink.net

Mill Valley, CA 94941 USA

Market Niche:

Countries & Regions: North, Central and South America

**Products & Services:** Genesis Power develops rural electric power projects in the Americas and provides

fee-based services in the same arena. We promote least-cost, appropriate solutions to rural electricity problems. The term "appropriate" implies a level of suitability to the project surroundings, the use of readily available fuels, and a consistency with long-term goals in the region. Projects may incorporate small-scale systems, grid extension, or some combination of the same. Isolated systems include, but are not

limited to, Diesel gen-sets, PV, wind generators, and small hydro turbines.

Genesis Power also works to establish the necessary infrastructure for the reliable design, procurement, installation, operation, and maintenance of rural power systems. Fee-based services offered by Genesis Power include assessing markets, identifying projects, writing business plans, conducting feasibility studies and due diligence, designing rural electrification programs, managing projects, and obtaining

financing.

Market Niche: Rural electric power project development in the Americas.

**Overseas Dealers:** Genesis Power operates under a very lean structure and seeks in-country partners

with whom to develop projects. Genesis Power seeks to obtain exclusive, regional development rights and to negotiate rural power purchase agreements or energy

service contracts with large, creditworthy customers.



#### SOLAR ELECTRIC LIGHT COMPANY /

Mr. Neville Williams Chairman and CEO 35 Wisconsin Circle Chevy Chase, MD 20815 Tel: (301) 657-1161 Fax: (301) 657-1165

E-mail: info@selco-intl.com Web page: www.selco-intl.com

Countries & Regions: Asia, Africa and Latin America.

**Products & Services:** SELCO and its subsidiaries offer a wide selection of solar power products,

concentrating largely on solar home systems (SHS). SHS come in three or four sizes in each of our markets, catering to people who only need or can afford one light, or for families who want 6 to 8 lights, and power for a color television. These systems are all powered by one solar Photovoltaic module from 20Wp to 100Wp. SELCO also produces custom systems featuring two solar modules (a "panel"), or 3 or more modules, called an "array." An array of modules can power a large house, including refrigerators and other appliances, or be used for small businesses, small industry and various institutions. Except for large industrial and institutional systems, nearly all SELCO solarelectric systems work on direct current only (DC). SELCO's main product is SERVICE. Providing power means providing service, not just selling

hardware and components and installing solarelectric systems.

Market Niche: SELCO serves consumers without access to grid electricity as well as those suffering

from regular power blackouts.

**Overseas Dealers:** For information on esablishing a SELCO franchise in your country or region, please

send by air mail a complete description of yourself, your prior experience, your business, your access to local working capital and consumer finance, and your understanding of the local market for SHS. Please provide a mailing address (street),

phone and fax numbers, and e-mail address.



#### SOLAR ELECTRIC LIGHT FUND N

Mr. Robert Freling

Executive Director

Tel: (202) 234-7265

Executive Director

Fax: (202) 328-9512

E-mail: solarlight@self.org

Washington, DC 20006

Web page: www.self.org

Countries & Regions: China, Sri Lanka, Nepal, Vietnam, India, Tanzania, Brazil, Indonesia, South Africa,

Uganda, and Solomon Islands.

Products & Services: The Solar Electric Light Fund (SELF) is a non-profit, charitable organization that

was founded in 1990 to promote, develop, and facilitate solar rural electrification and energy SELF sufficiency in developing countries. SELF seeks to assist developing communities in the acquisition, financing and installation of

decentralized solar electric systems. SELF, acting as a catalyst, brokers the purchase and delivery of solar lighting systems. SELF works in partnership with rural solar electric associations, local photovoltaic (PV) system suppliers, energy service companies or cooperatives, as well as donor agencies, corporations, multilateral

development banks, and governments.

Market Niche: SELF focuses on project development in developing countries, to which there are

four components: training, installation and maintenance; revolving credit; long-term

sustainable development; and creation of entrepreneurs in rural communities.

Overseas Dealers: SELF works in concert with local partners to provide training for the installation

and maintenance of solar powered PV systems. Our local partners are instrumental in helping to set up revolving credit plans that allow for the purchase of equipment

by individuals who require electrification.

#### SOLUZ, INC.

Mr. Richard Hansen

President

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North Chelmsford, MA 01863 USA

Tel: (978) 251-5290

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E-mail: soluz@igc.org

Web Page: www.soluz.net

Countries & Regions: Honduras and the Dominican Republic

Products & Services: SOLUZ, Inc., through its subsidiaries Soluz Honduras and Soluz Dominicana,

operates fee-for-service operations within both Honduras and the Dominican Republic, by which thousands of people satisfy their daily electricity needs through renewable energy. In addition to the fee-for-service operations, Soluz Honduras and Soluz Dominicana also retail and wholesale renewable energy equipment.

Through its joint venture consulting company, Global Transition Consulting (GTC),

SOLUZ provides a wide range of consulting services to plan and implement sustainable renewable energy-based rural electrification activities in the developing world. These services have included preliminary project feasibility/design, project development, business plan development, training and PV fee-for-service business

development.

Market Niche: PV and other renewable energy systems for off-grid applications in developing

countries, chiefly for household and small business use.

#### **ENERGY SERVICES**





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